

Message Text

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PAGE 01 MADRID 01117 311218Z
ACTION EUR-12

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E.O. 11652: N/A
TAGS: BEXP SP
SUBJECT: PRODUCT OPPORTUNITY - CRASH FIRE RESCUE VEHICLES
FOR GOS

REF: STATE 21209, 01/26/78; MADRID 8933, 11/14/77

1. EMBASSY CONTACTED COLONEL LUIS MEDRANO DE PEDRO, JEFE DE SERVICIOS GENERALES DE AEROPUERTOS NACIONALES, SUBSECRETARIA DE AVIACION CIVIL, MINISTERIO DE TRANSPORTES Y COMUNICACIONES, AVENIDA DE AMERICA 25, MADRID 2 RE SUBJECT OPPORTUNITY. COLONEL MEDRANO INDICATED THAT GOS HAS PLANS TO PURCHASE AN UNDETERMINED NUMBER OF CRASH FIRE RESCUE VEHICLES FOR SPANISH AIRPORTS. HE POINTED OUT THAT GOS HAS AN UNDISCLOSED BUDGET FOR THIS PURCHASE AND NUMBER OF UNITS TO BE PURCHASED WILL DEPEND ON PRICES QUOTED BY SUPPLIERS. HE ALSO POINTED OUT THAT HE WAS NOT AWARE OF ANY OTHER GOS AGENCY PURCHASING SUCH TYPE OF EQUIPMENT AND THAT BIDS WOULD BE CALLED FOR WITHIN THE NEXT 30-60 DAYS IF FINAL PLANS MATERIALIZE. FINALLY POINTED OUT THAT GOS WILL PUBLISH CALL FOR BIDS IN THE STATE GAZETTE AND LOCAL PAPERS.

2. IN THE MEANTIME, MR. F.J. BOTTOMLEY, REGIONAL SALES MANAGER OF OSHKOSH INTERNATIONAL, INC. HAS VISITED THE EMBASSY AND WE HAVE GIVEN HIM THE ABOVE INFORMATION AS UNCLASSIFIED

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WELL AS INFORMATION AVAILABLE HERE AND OTHER THAT WE COULD OBTAIN ON THE COMPANIES MENTIONED IN REF TELEGRAM. ALSO GIVEN HIM THE NAMES OF TWO OTHER FIRMS THAT LAST YEAR EXPRESSED AN INTEREST IN THE U.S. COMPANY'S EQUIPMENT, AS A RESULT OF AN AGENT/DISTRIBUTOR SERVICE PREPARED BY THIS OFFICE. MR. BOTTOMBLEY IS NOW PROCEEDING TO MEET WITH SEVERAL OF THESE FIRMS IN ORDER TO STUDY THE POSSIBI-

LITY OF APPOINTING AN AGENT HERE, WHICH IS VERY DESIRABLE
IF OSHKOSH WISHES TO BID ON GOS TENDER.

3. INFORMATION ON FIRMS LISTED IN REFTEL IS AS FOLLOWS:

A) MECANIZACION DE OBRAS, S.A., ESTABLISHED 1955; PAID-IN
CAPITAL STOCK ONE MILLION PESETAS; ASSETS 90 MILLION;
SALES NOT AVAILABLE; IMPORTER AND DISTRIBUTOR OF CONSTRUC-
TION EQUIPMENT; GOOD REPUTATION.

B) FIMESA-FINANCIERA MECANICO ELECTRICA, S.A., ESTABLISHED
1957; PAID-IN CAPITAL STOCK 50 MILLION PESETAS; ASSETS 220
MILLION; SALES 300 MILLION; MANUFACTURER AND DISTRIBUTOR
OF FIRE FIGHTING EQUIPMENT IN GENERAL, INCLUDING FIRE
EXTINGUISHERS; GOOD REPUTATION.

C) TALLERES BASANTA, S.A., ESTABLISHED 1956; CAPITAL STOCK
4 MILLION PESETAS; ASSETS 82 MILLION; MANUFACTURER AND
DISTRIBUTOR OF CITY CLEANING EQUIPMENT FOR MUNICIPALITIES;
POOR REPUTATION, SLOW PAYMENT.

D) ARALCO, ESTABLISHED 1972; CAPITAL STOCK 20.5 MILLION
PESETAS; ASSETS 160 MILLION; SALES 180 MILLION; MANUFAC-
TURER OF TRUCKS, CHASSIS AND BODIES AND CONSTRUCTION
MACHINERY; SHORTAGE OF CAPITAL AND SLOW PAYMENT.

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E)THE FIRMS EXTOSA ESPANOLA TOTAL, S.A. AND EXCLUSIVA
ESPANOLA TOTAL, S.A. ARE ONE AND THE SAME COMPANY, AND
THEREFORE COVERED IN ONE WTDR.

4. MR. BOTTOMLEY EXPRESSED SATISFACTION WITH INFORMATION
PROVIDED BY EMBASSY. STABLER

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